

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2023

Sales revenue Breakdown by geographical markets based on the location of the external customers

Yen (millions)	Third Quarter Results				Nine Months Results			
	3 months ended Dec. 31, 2022	3 months ended Dec. 31, 2023	change	%	9 months ended Dec. 31, 2022	9 months ended Dec. 31, 2023	change	%
Total	4,438,186	5,390,100	951,914	21.4	12,523,490	14,999,492	2,476,002	19.8
Japan	532,854	609,380	76,526	14.4	1,457,672	1,611,193	153,521	10.5
North America	2,359,973	3,082,806	722,833	30.6	6,580,745	8,634,720	2,053,975	31.2
Europe	167,813	204,646	36,833	21.9	477,297	652,217	174,920	36.6
Asia	1,137,370	1,185,475	48,105	4.2	3,308,325	3,232,472	(75,853)	(2.3)
Other Regions	240,176	307,793	67,617	28.2	699,451	868,890	169,439	24.2
Motorcycle Business	789,673	785,479	(4,194)	(0.5)	2,202,355	2,358,037	155,682	7.1
Japan	29,310	26,775	(2,535)	(8.6)	79,919	87,104	7,185	9.0
North America	76,878	76,059	(819)	(1.1)	220,530	248,104	27,574	12.5
Europe	61,410	71,952	10,542	17.2	155,111	251,914	96,803	62.4
Asia	491,110	460,928	(30,182)	(6.1)	1,362,226	1,327,841	(34,385)	(2.5)
Other Regions	130,965	149,765	18,800	14.4	384,569	443,074	58,505	15.2
Automobile Business	2,803,404	3,710,149	906,745	32.3	7,723,596	9,972,438	2,248,842	29.1
Japan	367,826	445,754	77,928	21.2	994,005	1,134,603	140,598	14.1
North America	1,631,492	2,306,847	675,355	41.4	4,317,668	6,278,459	1,960,791	45.4
Europe	82,854	113,999	31,145	37.6	249,582	333,250	83,668	33.5
Asia	627,957	704,911	76,954	12.3	1,890,550	1,851,770	(38,780)	(2.1)
Other Regions	93,275	138,638	45,363	48.6	271,791	374,356	102,565	37.7
Financial Services Business	733,134	809,542	76,408	10.4	2,261,049	2,386,150	125,101	5.5
Japan	108,632	114,009	5,377	4.9	313,433	320,248	6,815	2.2
North America	609,355	674,741	65,386	10.7	1,904,621	2,008,465	103,844	5.5
Europe	3,182	4,988	1,806	56.8	9,086	13,114	4,028	44.3
Asia	4,141	3,589	(552)	(13.3)	12,589	11,217	(1,372)	(10.9)
Other Regions	7,824	12,215	4,391	56.1	21,320	33,106	11,786	55.3
Power Products and Other Businesses	111,975	84,930	(27,045)	(24.2)	336,490	282,867	(53,623)	(15.9)
Japan	27,086	22,842	(4,244)	(15.7)	70,315	69,238	(1,077)	(1.5)
North America	42,248	25,159	(17,089)	(40.4)	137,926	99,692	(38,234)	(27.7)
Europe	20,367	13,707	(6,660)	(32.7)	63,518	53,939	(9,579)	(15.1)
Asia	14,162	16,047	1,885	13.3	42,960	41,644	(1,316)	(3.1)
Other Regions	8,112	7,175	(937)	(11.6)	21,771	18,354	(3,417)	(15.7)

Note:

For detailed information of principal products and services, and functions of each segment, please refer to [6] Notes to Consolidated Financial Statements, [A] Segment Information in Fiscal Third Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2023

Unaudited Consolidated Statements of Financial Position
Divided into Non-financial Services Businesses and Finance Subsidiaries

	Yen (millions)	
	Mar. 31, 2023	Dec. 31, 2023
Assets		
< Non-financial Services Businesses >		
Current assets:	7,341,142	8,171,196
Cash and cash equivalents	3,553,602	4,060,243
Trade receivables	1,063,779	1,160,274
Inventories	2,164,887	2,335,544
Other current assets	558,874	615,135
Non-current assets:	6,562,822	6,934,032
Investments accounted for using the equity method	915,946	1,102,724
Property, plant and equipment	3,153,148	3,046,609
Intangible assets	861,537	925,269
Other non-current assets	1,632,191	1,859,430
Total assets	13,903,964	15,105,228
< Finance Subsidiaries >		
Cash and cash equivalents	249,412	260,464
Receivables from financial services, current	1,900,221	2,281,185
Receivables from financial services, non-current	3,995,259	5,128,976
Equipment on operating leases	4,726,292	4,887,194
Other assets	325,833	363,242
Total assets	11,197,017	12,921,061
Reconciling items	(430,914)	(596,533)
Total assets	24,670,067	27,429,756
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	3,175,680	3,485,404
Trade payables	1,379,339	1,325,606
Financing liabilities	326,736	377,199
Other current liabilities	1,469,605	1,782,599
Non-current liabilities:	1,730,033	1,947,980
Financing liabilities	476,034	499,666
Retirement benefit liabilities	245,481	256,953
Other non-current liabilities	1,008,518	1,191,361
Total liabilities	4,905,713	5,433,384
< Finance Subsidiaries >		
Financing liabilities, current	2,969,518	3,409,712
Financing liabilities, non-current	3,897,939	4,891,657
Other liabilities	1,502,915	1,612,691
Total liabilities	8,370,372	9,914,060
Reconciling items	(108,309)	(252,325)
Total liabilities	13,167,776	15,095,119
Equity attributable to owners of the parent	11,184,250	12,055,225
Non-controlling interests	318,041	279,412
Total equity	11,502,291	12,334,637
Total liabilities and equity	24,670,067	27,429,756

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2023

Unaudited Consolidated Statements of Cash Flows
Divided into Non-financial Services Businesses and Finance Subsidiaries

	Yen (millions)							
	For the nine months ended Dec. 31, 2022				For the nine months ended Dec. 31, 2023			
	Non-financial Services Businesses	Finance Subsidiaries	Reconciling Items	Consolidated	Non-financial Services Businesses	Finance Subsidiaries	Reconciling Items	Consolidated
Cash flows from operating activities:								
Profit before income taxes	821,035	178,837	(140,495)	859,377	1,155,793	198,692	(89,961)	1,264,524
Depreciation, amortization and impairment losses excluding equipment on operating leases	533,740	3,150	—	536,890	599,997	3,370	—	603,367
Share of profit of investments accounted for using the equity method	(148,887)	—	—	(148,887)	(67,267)	—	—	(67,267)
Decrease (increase) in trade receivables	68,177	(2,312)	(488)	65,377	(87,317)	(8,177)	4,899	(90,595)
Decrease (increase) in inventories	(119,899)	1,776	—	(118,123)	(74,659)	(1,756)	—	(76,415)
Increase (decrease) in trade payables	(129,614)	6,812	347	(122,455)	(66,174)	9,337	(723)	(57,560)
Decrease (increase) in receivables from financial services	—	191,566	(207)	191,359	—	(1,151,463)	435	(1,151,028)
Decrease (increase) in equipment on operating leases	—	653,490	—	653,490	—	79,487	—	79,487
Dividends received	287,386	3	(140,300)	147,089	233,899	3	(89,961)	143,941
Other, net	(504,111)	12,436	140,314	(351,361)	(264,635)	(49,604)	87,504	(226,735)
Net cash provided by (used in) operating activities	807,827	1,045,758	(140,829)	1,712,756	1,429,637	(920,111)	(87,807)	421,719
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(386,790)	39	—	(386,751)	(228,806)	(301)	—	(229,107)
Payments for additions to and internally developed intangible assets	(118,322)	(2,389)	—	(120,711)	(162,058)	(1,565)	—	(163,623)
Decrease (increase) in other financial assets	(90,672)	8,195	848	(81,629)	(5,463)	(38,568)	2,113	(41,918)
Other, net	5,015	(615)	—	4,400	(106,714)	(59)	—	(106,773)
Net cash provided by (used in) investing activities	(590,769)	5,230	848	(584,691)	(503,041)	(40,493)	2,113	(541,421)
Cash flows from financing activities:								
Proceeds from (repayments of) short-term financing liabilities	25,590	393,171	(666)	418,095	36,800	114,845	(2,604)	149,041
Proceeds from long-term financing liabilities	2,093	479,936	—	482,029	(279)	2,420,956	—	2,420,677
Repayments of long-term financing liabilities	(4,682)	(1,812,417)	—	(1,817,099)	(3,171)	(1,487,537)	—	(1,490,708)
Dividends paid to owners of the parent	(213,475)	—	—	(213,475)	(241,865)	—	—	(241,865)
Other, net	(187,537)	(141,472)	140,647	(188,362)	(331,929)	(90,839)	88,298	(334,470)
Net cash provided by (used in) financing activities	(378,011)	(1,080,782)	139,981	(1,318,812)	(540,444)	957,425	85,694	502,675
Effect of exchange rate changes on cash and cash equivalents	82,274	28,629	—	110,903	144,257	14,231	—	158,488
Net change in cash and cash equivalents	(78,679)	(1,165)	—	(79,844)	530,409	11,052	—	541,461
Cash and cash equivalents at beginning of period	3,318,065	356,866	—	3,674,931	3,553,602	249,412	—	3,803,014
Cash and cash equivalents at end of period	3,239,386	355,701	—	3,595,087	4,084,011	260,464	—	4,344,475

CONSOLIDATED FINANCIAL SUMMARY 4
FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2023

Supplemental geographical information based on the location of the Company and its subsidiaries

As of and for the nine months ended December 31, 2022

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	1,782,790	6,579,359	462,650	3,087,127	611,564	12,523,490	—	12,523,490
Inter-geographic areas	1,637,726	378,038	20,632	590,728	4,153	2,631,277	(2,631,277)	—
Total	3,420,516	6,957,397	483,282	3,677,855	615,717	15,154,767	(2,631,277)	12,523,490
Operating profit (loss)	117,535	242,296	10,743	319,044	45,786	735,404	(1,461)	733,943
Assets	5,343,485	13,068,508	626,675	3,705,885	640,052	23,384,605	757,986	24,142,591
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,936,517	5,296,689	46,749	674,213	170,065	9,124,233	—	9,124,233

As of and for the nine months ended December 31, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	1,921,354	8,626,578	636,341	3,041,378	773,841	14,999,492	—	14,999,492
Inter-geographic areas	2,182,282	275,456	22,261	661,488	3,970	3,145,457	(3,145,457)	—
Total	4,103,636	8,902,034	658,602	3,702,866	777,811	18,144,949	(3,145,457)	14,999,492
Operating profit (loss)	316,628	406,785	26,663	289,485	112,253	1,151,814	(75,429)	1,076,385
Assets	5,624,226	15,677,200	869,452	3,835,488	886,703	26,893,069	536,687	27,429,756
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,914,370	5,369,568	49,476	682,268	202,316	9,217,998	—	9,217,998

For the three months ended December 31, 2022

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	638,188	2,362,914	156,707	1,070,673	209,704	4,438,186	—	4,438,186
Inter-geographic areas	597,436	132,009	7,103	211,446	1,474	949,468	(949,468)	—
Total	1,235,624	2,494,923	163,810	1,282,119	211,178	5,387,654	(949,468)	4,438,186
Operating profit (loss)	36,800	98,281	3,053	116,304	16,250	270,688	9,803	280,491

For the three months ended December 31, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	718,193	3,079,607	204,033	1,118,574	269,693	5,390,100	—	5,390,100
Inter-geographic areas	872,124	104,462	7,500	255,088	1,291	1,240,465	(1,240,465)	—
Total	1,590,317	3,184,069	211,533	1,373,662	270,984	6,630,565	(1,240,465)	5,390,100
Operating profit (loss)	155,797	124,670	1,734	81,287	38,219	401,707	(21,895)	379,812

Notes:

1. Major countries in each geographic area:

North America	United States, Canada, Mexico
Europe	United Kingdom, Germany, Belgium, Italy, France
Asia	Thailand, China, India, Vietnam, Malaysia
Other Regions	Brazil, Australia

2. Sales revenues between geographic areas are generally made at values that approximate arm's-length prices.

3. Reconciling items include elimination of inter-geographic transactions and balances as well as unallocated corporate assets. Unallocated corporate assets, included in reconciling items as of December 31, 2022 and 2023 amounted to JPY 1,418,600 million and JPY 1,410,833 million, respectively, which consist primarily of the Company's cash and cash equivalents and financial assets measured at fair value through other comprehensive income.